

## How to Buy an Automobile

If you can spare a reasonable amount as a first payment we will advance the balance at the legal rate of interest, SIX PER CENT per annum. ABSOLUTELY NO MORE. Under our plan you can own an automobile by paying for it in partial payments. Prices the same as established by the factories.

## Money Furnished Dealers

Call on  
**SECURITY BROKERAGE CO., Inc.,**  
Room 604 Colorado Building,  
Washington, D. C.



## INDIVIDUALITY

The fact that this city possesses nine Ford agents whose existence has created little or nothing beyond a momentary impression, makes INDIVIDUALITY worth the seeking. Look for it—from the viewpoint of satisfactory business relationship and see if you do not find its emphasis most thoroughly expressed with us.

## Universal Auto Co.

Special Limited Ford Agency  
1220 Connecticut Ave. Tel. North 176

## HOW TO PURCHASE SECOND-HAND CAR

Thorough Mechanical Inspection Is First Duty of Wise Buyer.

TEST OF COMPRESSION BY WORKING THE CRANK

Look for Strange Noises When Engine Is Working—When Bought, Know Your Car.

Having made up your mind to purchase a motor car and deciding that the cost of a new one is too great an outlay, you naturally turn to the used car market, which is usually well stocked with machines of various manufacturers and conditions of repair, according to Motor Print.

The first thing to do is to follow diligently the "automobiles for sale" advertisements. By doing this for a week or so you will be able to gain some knowledge of current prices of models, which will help you to tell whether any real bargains are to be had and where to find them.

**Mechanical Inspection.**  
After you have examined various machines and feel that you are satisfied with the model and general outward appearance of the desired car, you should next give it a thorough mechanical inspection. If you are a novice it would be well to take with you a friend who has had some extensive experience with cars and upon whose advice you feel that you can rely.

First go to the front of the machine and take hold of the crank handle and proceed to turn over the motor. This is known as "testing the compression" and is quite an important feature. By this test you can judge the internal condition of the engine.

By catching the handle in the lifting position and pulling downward and over, you will meet with a strong resistance, which is the compression in one of the cylinders. At the end of the stroke the motor will have a tendency to turn over a half turn by itself until it reaches the commencement of the compression stroke of the next cylinder. Then repeat the operation, noticing the resistance offered to your lift, and continue until you have tested all the cylinders.

This test discloses the equality of the pressure produced in each one of the cylinders, and in any motor which is in good condition this pressure or compression should seem equal at every pull up.

If no resistance is felt in any one of the cylinders then it is classed as "weak." The remedy for this is either grinding or adjusting the valves, or replacing the rings on the piston of that cylinder.

**Looking for Defects.**  
After the compression has been tested and passed upon favorably lift the hood that covers the motor and ask the demonstrator to start the engine for you. While having the motor run at the various speeds listen carefully for the presence of any thump, knock or tap.

Of course, the noiselessness of a motor in motion is proof of its perfection, but you must not expect this condition in a used car unless it is of the latest manufacture, for you must understand that all machinery is subject to wear and tear, and consequently, to the production of noise.

Should any knock make itself predominant, however, then there is something serious which needs attention. While it may not be anything radically wrong at the time, it may become so and necessitate the making of expensive repairs.

For immediate purposes, the only "knock" that need be noticed is one in a bearing which may be recognized most often as a dull or heavy metallic knock, heard at every revolution of the motor by wheel. This may be accentuated by the short circuiting of one or more of the spark plugs, in turn, by placing a screwdriver against one of the plug terminals at the same time touching any metallic part of the motor.

A condition existing such as this would require the attention of a mechanic and should be remedied at once. Nearly every other knock or tap that might be heard can be eliminated by slight adjustments to the external mechanism.

**Cracks May Be in Many Places.**  
While examining the motor look well for any cracks in the cylinder walls, crank case, supporting arms or chassis that would tend to weaken the structure of the machine. Then, too, note the smoothness with which the engine runs and ask to have the cutout open and listen for the regular and even staccato of explosions as they are exhausted.

Should there seem to be a miss in their regularity, there would be need of further adjustments, for the miss may be caused by a broken or dirty spark plug; tight valve adjustment; carbon deposit on the valve seats; poor contact in ignition system or bad mixture in the carburetor. If any of these things is at fault have it remedied before finally accepting the car.

Another important point to be inspected is the condition of the driving shaft and the rear end, which may be easily discovered by jacking up one of the rear wheels and turning it backward and forward slowly.

If there is any wear in the universals or the drive shafts it will at once become apparent through a checking noise as you roll the wheel. Likewise the play or wear in the differential can be easily felt as you hold the wheel firmly and twist it.

If the universals are much worn they should be repaired. Their poor condition will tend toward ruining the clutch, transmission and differential.

**Inspect Running Gear.**  
Providing that your examination of the motor has proved nothing to be worn beyond reasonable repair, go now to the running gear of the car, which should be thoroughly examined. Take hold of each wheel in turn and shake, noting the play or looseness, which will denote the condition of the bearings in the hubs. Should there be quite a perceptible freedom of movement, then the bearings should be tightened or, if necessary, replaced. Note that the steering rods on the front wheels are tight and that the wheels are in alignment or parallel.

The brakes on the rear wheels should be closely examined as to their efficiency. While you are doing this it would be well to look for broken springs and bent or twisted axles.

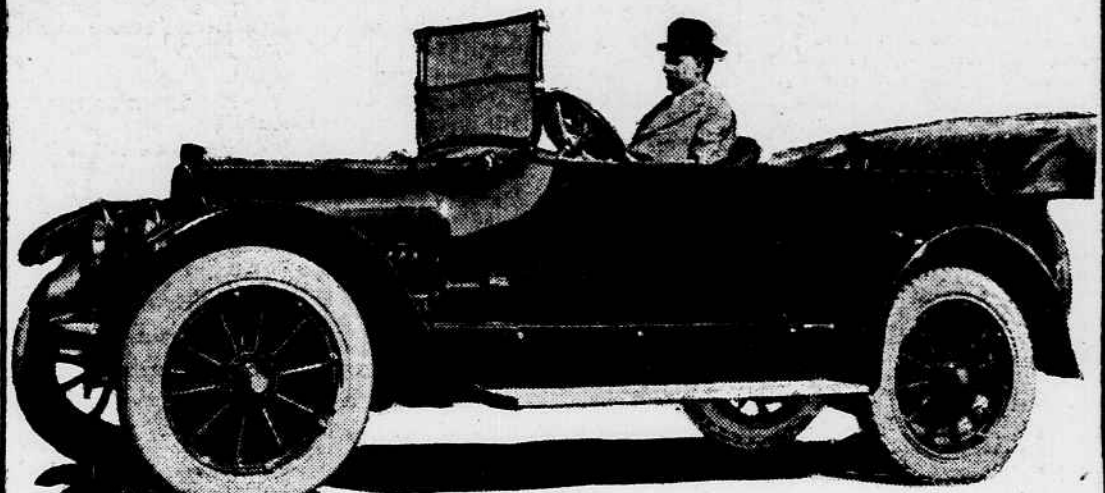
These important features having been well looked into, the next step in your examination is a demonstration on the road, for it is there that the car will prove its ability.

The best way to test the power of the motor is to try climbing a fairly steep hill, and the car's ability to go up on the high gear is a mark of the pulling power of the motor.

One, however, must not expect too much of a machine, for numerous conditions, too many to set forth here, govern the efficiency of it while traveling over the road. These can best be reckoned with according to the buyer's sense as they present themselves.

**Get All Accessories.**  
If all your examinations of your prospective purchase have been satisfactory and the road test has shown you what the car can do, the only thing

## NEW EIGHT-CYLINDER CADILLAC ARRIVES.



RUDOLPH JOSE, DRIVING THE NEW TYPE 55 TOURING CAR, WHICH ENTERS UPON ITS THIRD SUCCESSIVE SEASON, WITH NO RADICAL CHANGE IN THE BASIC PRINCIPLES OF ITS DESIGN, ALTHOUGH A NUMBER OF REFINEMENTS HAVE BEEN MADE DURING THE PAST YEAR.

left before paying your money is to see that you get all the customary accessories which go with a machine. Bear in mind, however, that the car has been in the possession of another, and if a few things are missing from the equipment don't blame the shortage upon the dealer, in spite of the fact that you are entitled to all you can get for as little as you can give—that is business.

You should be prepared to expend a little more than the actual buying price on the car in order to satisfy your particular tastes. The amount you can have done for you depends wholly upon your persuasive powers as applied to the dealer.

When all these things have been settled before closing the deal, get a proof of the ownership of the car from the dealer, confirm the motor numbers set forth with those on the engine of your car, turn over your money, obtain your bill of sale, and the car is yours for better or for worse. Richer or poorer—it all depends upon the care you take of it.

Now just a final word. Take your machine home and on your first day off don your overalls and get acquainted with your new servant.

The old axiom applies to used cars even more than to new ones: Know your car.

## ONE-WAY RECORD BROKEN IN OCEAN-TO-OCEAN TRIP

Hudson Super-Six Makes Round Trip From San Francisco to New York in Less Than Eleven Days.

In the first round-trip ocean-to-ocean run to be made by an automobile against time the Hudson Super-Six, which reached San Francisco last Sunday morning, in both the going and returning trips broke the best previous one-way records. The round-trip from San Francisco to New York city was made in 10 days 21 hours 2 minutes.

Last spring the best one-way record from coast to coast was 7 days 8 hours. The record-breaking car was a seven-passenger touring car and carried at all times three and four passengers. Previous one-way records were established with roadsters and stripped models. On the return trip the car was 12 hours ahead of the going schedule up to within 200 miles of the finish. On account of the heavy rains in crossing the Sierra Nevada mountains fifteen hours' more time was required to cover that leg than was taken in the going.

The average speed going and coming, including all stops and slowing down to speed requirements of more than 350 cities, towns and villages passed through each way, was close to 70 miles a day.

Three drivers, Ralph Mulford, A. H. Patterson and C. H. Vincent, by making train jumps, piloted the car on its round trip across the continent.

## AUTOMOBILE DELIVERIES.

The following deliveries have been announced by local dealers during the week:

Miller Bros. Auto and Supply House—Mitchell cars to Bates Brothers, F. A. Kolster, P. R. Jelliff, Fred A. Spicer, J. W. Hays, Richmond, Va.; Edward Woodward, Staunton, Va.; W. P. Mundy, Roanoke, Va.; and F. Bryant, Chatham, Va.; and Mrs. Mary Whitmayer, Jerns cars to T. J. Day, J. A. White, P. T. Murphy, Richmond, Va.; C. A. Danzenbaker and Ryan Devereaux, Buick cars to Bristol Auto Company and Burroughs' Price Motor Company; Semmes Motor Company, Inc.—Hudson touring cars to Dr. Clarence J. Owen, Mrs. Marie T. Points, Robert T. Rose, Mrs. W. D. Connor, T. A. Sonnemann, S. P. Ficklen, W. Norris, S. D. Bronson, R. Warfield, W. Demaine and S. Fletcher; roadsters to R. C. McKinney; cabriolet, Baron Evert Alkerhielm of the Swedish legation, and James T. Roach; cabriolet to Mrs. M. E. Reitz and town car to George M. Oyster; Dodge touring cars to H. C. Warfield, A. C. Simon, R. L. Gangswich, Mrs. S. Berry, J. H. Carpenter and James Trimble; Dodge touring cars to Henry C. Berger, M. Matthews, C. Howard, John C. Hoyt, Mrs. J. H. Smith and J. J. Lead; winter touring car to W. H. Wilks; and roadsters to J. A. Griesbauer and E. G. Yonker.

H. E. Leary, Jr.—Maxwell touring cars to Milton E. Ailes, J. P. Fitzgerald, P. W. Harvey, Mrs. A. Suit, Stanley Snodgrass, Dr. Ryan Devereaux, Gus G. Leeck, Gattersburg Garage, P. F. Tiplett and H. M. Peter.

Trew Motor Company—Reo four-cylinder touring cars to Dr. Albert Mann, Walden Fawcett, Thompson & Corbett, F. E. Sibbey, William R. Miller, Dr. A. D. Butz, B. Richards, W. L. Scher, T. A. F. E. Jones and J. H. Oehmann; four-cylinder roadster to Dr. J. E. H. Taylor; Reo six-cylinder touring car to Miss Susan B. Cook, J. M. Dickerson, John T. Crouch, and six-cylinder roadster to Dr. E. Y. Davidson.

The Selby Company—Paige 6-46 touring cars to Henry Wassmann and Milton Baer.

Potomac Motor Car Company—Stearns four-cylinder, five-passenger touring car to Col. C. H. Watts.

Commercial Automobile and Supply Company—Studebaker six-cylinder touring cars to D. H. Roland Drury, C. F. Staples, Dr. Charles L. G. Jones, J. G. six-cylinder roadster to George Herth, Jr., and four-cylinder touring car to Capt. George D. Baer.

Hurley & Earley—Jeffery quad trucks to Edwin P. Super and H. L. England; four-cylinder touring cars to J. A. Clark, F. S. Diamond and W. V. Wilson.

Haynes Motor Company, Inc.—Haynes five-passenger touring car to George H. Schulze and seven-passenger touring car to Isaac Birch.

Washington-Oakland Company—Oakland six-cylinder touring car to P. H. Tamplin, D. C. Lear, Mrs. A. H. O'Brien, R. J. Dyer and C. C. Waters & Son (two); six-cylinder roadster to C. B. Woodson.

Premier Sales Company—Marion-Handley touring cars to Mrs. Emma G. Kesswender, Barney Liebman, C. Oliver, and roadsters to Dr. H. Walton, E. C. Remsburg and National Garage Company.

## REPORT ON ACCIDENTS DUE TO GRADE CROSSINGS

Pennsylvania Had 403, With 161 Deaths, During Year Ended June 30 Last.

According to a report just filed with the public service commission of Pennsylvania for the year ended June 30 last, there were 403 accidents at railroad grade crossings in Pennsylvania by which 161 persons were killed.

Investigator of Accidents John P. Dohoney gives it as his opinion that "a complete separation of the grades is the only means of insuring safety to the crossing traveler." He strongly urges a continued enforcement of the commission's adopted policy of doing away with grade crossings as rapidly as possible so that there may be no delay in their elimination.

The report gives the number of grade crossings in Pennsylvania as 11,776. Only 1,734, or approximately 15 per cent, are in any manner protected. More persons, however, were killed and injured at protected crossings than at unprotected points, and 57 per cent of the victims at protected crossings crawled under the gates.

"Whether it be by the carelessness of the traveler or the negligence of the carrier, the fact is that the accidents are increasing," says Dohoney, "and particularly is this the condition with respect to automobiles. During the fiscal year 1914-15 twenty-nine occupants of this class of vehicles were killed and 104 injured, but during the year ending June 30, 1916, fifty-eight were killed and 188 were injured."

Commenting upon this report, Chairman Atney of the commission said: "It will cost \$10,000,000 to complete the work of abolishing the grade crossings in those cases now pending before the public service commission. This does not include the crossing cases from the city of Philadelphia, as, according to the best approximation which the bureau of engineering is able to make, abolishing the grade crossings in the state might cost one billion dollars."

## CHANGES IN PERSONNEL.

C. L. Bode has joined the sales staff of the Pollock Car Corporation, and is now engaged in selling Oldsmobiles.

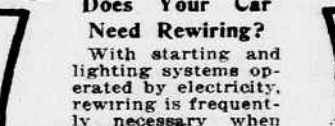
Roy Witt, formerly manager of the Vermont Garage, has joined the sales staff of the Henderson-Rowe Auto Company.

Byron Blodgett, well known in local motoring sales, is now a member of the sales branch of the Pollock Car Corporation and will sell Oldsmobiles.

Edward W. Kibbey has been appointed a member of the sales staff of the Hartig Motor Company, 637 Massachusetts avenue northwest, which concern opens a Ford agency tomorrow.

W. J. McLean, formerly with Edelen Bros. Motor Company, has joined the sales forces of Emerson & Orme, 1620 M street northwest, and is selling Buick cars.

Alfred Young, formerly with the Bartram Garage, has become a member of the sales staff of the Milburn Sales Company and will devote his time to the sale



Does Your Car Need Rewiring?  
With starting and lighting systems operated by electricity, rewiring is frequently necessary when trouble occurs. Here—in our complete auto repair shop—electrical work is done right. Shall we send for your car?

UNION GARAGE,  
E. A. HARRIS,  
General Manager.  
Tel. M. 8596.  
613 G St. N.W.

## The Expression of Quality in a Motor Car

QUALITY, in a motor car, expresses itself in appearance as well as in performance. It announces itself unmistakably—as good breeding discloses itself in a man or a woman.

You scarcely know why a woman of refinement always seems exquisitely gowned, no matter how simple her attire.

But the moment she enters a room, she is the quiet center of observation.

You scarcely know why you instantly recognize a well dressed man—nothing about him intrudes itself, but everything about him is impressive.

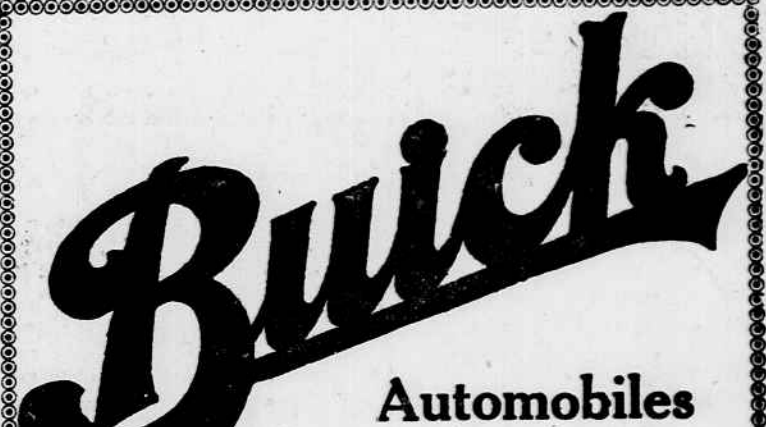
You cannot tell why a silent room speaks to you in eloquent tones of the taste and refinement that designed and decorated it.

True artistry in the attire of a man or a woman, or in the appointments of a room, or in the design of a motor car, consists in blending many small beauties into one beauty.

Judged by this difficult criterion, we believe the new Cadillacs will exceed your highest and most critical expectations.

## The Cook & Stoddard Co.

Tel. North 7810 1138-40 Conn. Ave. N.W.



## EMERSON & ORME

1620-1626 M Street Phone N. 8780  
District of Columbia Distributors

## We Can Save A Few Men \$175 On the HUDSON SUPER-SIX

Note These Important Facts  
Prices Will Advance Soon

We have just been notified as follows about coming Super-Sixes:

There will be no change in models. The only changes, if any, will be minor refinements. But this year's production is nearly sold out—both of open models and inclosed. The new production—starting December 1—will be built from materials contracted this year, at enormous advance in cost. And, to maintain present standards, those cars must cost \$175 more.

## We Have Cars Yet to Come

We have some cars yet due us at the present price. Some open, some inclosed. They will be sold at present prices while our allotment lasts. After that every car shipped to us will cost the higher price.

You can save that difference—\$175—by buying your Super-Six now. And you'll get the same model as buyers get who buy after December 1. Consider that fact well.

## The Fair Hudson Policy

This is another striking evidence of the fair Hudson policy.

The Super-Six is a monopoly. This marvelous motor—adding 80 per cent to engine efficiency—is a Hudson patent.

Its supremacy is unchallenged. It has won every world's record which can possibly prove any quality you seek in a motor.

It has made the Hudson the largest selling fine car in the world. Yet this year's demand was hardly half supplied.

Still this car has been sold at a minimum profit—at a price far below cars of lesser performance. The only advance for next year is the added cost of materials. And that advance will not apply until these materials are used.

Phaeton, 7-passenger.....\$1475	Touring Sedan.....\$2800	Town Car.....\$2750
Roadster, 2-passenger.....\$1475	Limousine.....\$2750	Town Car Landaulet.....\$2850
Cabriolet, 3-passenger.....\$1775	(All Prices f. o. b. Detroit)	Limousine Landaulet.....\$2850



## SEMME'S MOTOR CO., Inc.

Tel. North 4107

1132-34 Conn. Ave. N.W.

## Fulfills Every Requirement

The things you most desire in a motor car are all in the Marion-Handley. And are not these what you want?

BEAUTY  
STYLE POWER COMFORT  
ECONOMY

And to get all these in one car must you not have perfect balance in values? We do not dwell on any one particular feature of the Marion-Handley, because no one part is outstanding. None of the parts have been sacrificed in order to feature a mere talking point.

We welcome competitive examination and test with any Six under \$1,500

It always pays to investigate where it costs nothing

The "Six-40"—120-inch wheel base; color, dark wine, gold striped; 41-inch tires.  
The "Six-60"—125-inch wheel base; color, dark green, gold striped; 41-inch tires.

Westinghouse Electrical Equipment, Stewart-Warner Vacuum Feed System, Genuine Leather, Bright Finish, Epulstering.

PREMIER SALES COMPANY,  
W. L. HUMMER, Manager.  
1811 14th St. N.W. Phone North 4002.

## GLOBE TIRES

Guaranteed 7,500 Miles—FORD Sizes

Compare Globe Prices With Other Makes

Ford Non-Skid 30x3 1/2	Globe Tires \$18.53	Other Makes \$15.60, \$14.75, \$13.40
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These Sizes Guaranteed 6,000 Miles

Size	Globe Tires	Other Standard Makes
30x3	\$15.43	\$12.05—\$12.50—\$10.40
31x4	\$26.42	\$23.95—\$22.85—\$20.75
32x4	\$26.87	\$24.35—\$23.20—\$21.10
33x4	\$28.04	\$25.65—\$24.20—\$22.00
34x4	\$28.58	\$26.20—\$24.65—\$22.40
36x4	\$30.02	\$27.90—\$26.05—\$23.70
36x4 1/2	\$41.27	\$36.95—\$34.75—\$31.60
37x5	\$50.36	\$46.00—\$41.05—\$37.35

FACTORY REPRESENTATIVES

Rudolph & West Company

1332 New York Ave. N.W., Washington, D. C.

